



## **The RIGHT FIT:**

**Navarino Services and PMS  
Integration**

## RedX is a Clear Industry Leader

- PMS connectivity to more than 56+ different systems
- Tight integration with Revenue Management Systems
- Integration to Customer Relationship Management Systems
- Over 4,000+ integrated hotels (one-way and two-way) using interface

## Web Services Architecture (SOA)





- Scalable & Reliable infrastructure

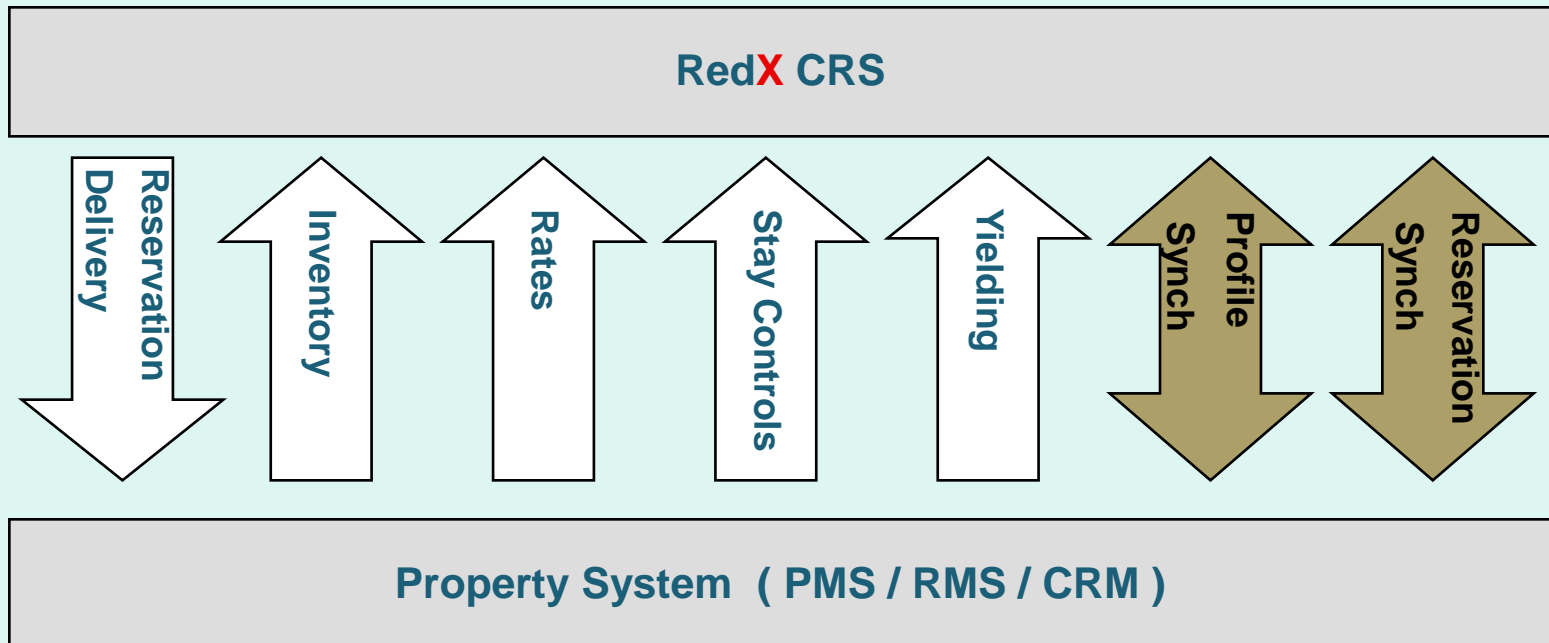
## Technology Partner Program

- Cross discipline partners (PMS / RMS / CRM / Channel Mgr / OTA )
- Close cross-company collaboration
- Clear customer benefits



## RedX Property Connect architecture

-  XML Web Services - OTA and HTNG Standards
-  Real-time - event-driven or scheduled
-  **One-Way** and **Two-Way** capabilities
-  PMS or CRS level integration



Guarantees customers the highest level of collaboration between vendors

**RedX** and each Partner Agree to:

- Adhere to a standard implementation process and timeline
- Provide integrated customer care support
- Develop an industry leading level of system integration
- Follow a thorough User Acceptance Testing process
- Use industry standard specifications such as OTA and HTNG



### Challenge:


- Achieving a single-image inventory of all reservations
- Finding new technology to fulfill the vision of a growing hospitality chain

### Solution:


- Implemented RedX Distribution Management System for its robust channel management, ease of integration and reliability
- Implemented RedX Property Connect to integrate Lodgeworks' PMS with RedX at every property

### Results:

- Increased same-store average daily rate (ADR) by 8%
- Increased year-over-year reservations by **over 15%**
- Leveraged RedX flexibility and integration solutions to input 100% of reservations through RedX Voice Agent, versus their own PMS, thereby achieving a true single-image of inventory

 **Robust, best of breed integration to all property systems**

**Continue to drive adoption of industry standard interfaces through our participation in HTNG and our Technology Partner Program**

 **The CRS becomes the system of record**

**The central point for all decision making Profile and reservation synchronization creates a single image of data between the CRS and PMS**

**RedX will build out RMS and CRM capabilities, but will continue to work with third party providers – allowing you to choose the approach that works for you**



Addendum to Contract Dated \_\_\_\_\_ between Navarino Services Limited and \_\_\_\_\_ . The hotel has requested PMS integration between the hotels PMS system and the Navarino RedX CRS interface.

- The hotels PMS system and version is: .....
- The hotel requires a: (Please circle the interface required)

Single-Property PMS/CRS Interface XML	Yes/No
Multi-Property PMS/CRS Interface XML	Yes/No

**Single-Property PMS Interface between hotels PMS and Navarino's CRS**

**Integration Fees**

The hotel agrees to pay Navarino Services Ltd the following one-time integration fee:  
2-Way integration - Set up Fee per Property € 750 Euros

**Per Transaction Systems Monitoring Fee (Please circle the interface required)**

The hotel agrees to pay Navarino Services Ltd the following per transaction systems monitoring fee for as long as the hotel remains integrated:  
2-Way integration - Per transaction fee € 0.95 Euros

**Multi-Property PMS Interface into PMS and Navarino's CRS** to a single interface into a PMS that is supporting multiple properties:

**Multi-Property PMS Interface Integration Fees (Please circle the interface required)**

The hotels agree to pay Navarino Services Ltd the following one-time integration fee:  
2-Way integration - Set up Fee €1,000 Euros

**Multi-Property PMS Interface Per Transaction Systems Monitoring Fees (Please circle the interface required)**

The hotel agrees to pay Navarino Services Ltd the following per transaction systems monitoring fee for as long as the hotel remains integrated:  
2-Way integration - Per transaction fee € 0.95 Euros

\_\_\_\_\_  
Hotel Signature: Date:

\_\_\_\_\_  
Navarino Signature: Date: